



BID BULLETIN # 3
The Philippine Participation in Expo 2020 Dubai, UAE
Hiring of an Events Company for the Philippines Food Festival CY 2021
 20 September 2021

This Bid Bulletin No. 3 is hereby issued to answer all the clarifications raised by the Tenderers:

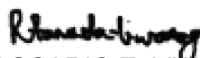
- **Schedule of notarization** of the Bid Securing Declaration Form at the Philippine Consulate General, Dubai:
 > **21-23 September 2021** from 10:00 am to 12 noon. No extension of schedule for notarization shall be entertained.
 >a company representative must have an **Authorization Letter** signed by the signatory/signatories (affiant/s) with an attached copy of the signed passport of the signatory /signatories (affiant/s)
- **Reminders on submission of bid proposals:**
 >it must be submitted on or before 30 September 2021
 >a soft copy must be emailed to Rosario Tanada Liwanag @ rosariotanadaliwanag@dti.gov.ph
 >plus a hard copy must be sent to the Philippine Trade & Investment Center (PTIC) between 10:00 a.m. to 4:00 p.m.

ITEM	CLARIFICATIONS	RESPONSE
IV. Event General Guidelines # 3 Three brands to be used	<ul style="list-style-type: none"> ▪ Can you share with us the branding of: “Food Philippines” and “It’s more fun in the Philippines” for the purpose of the proposal visuals 	The branding guidelines will be shared with the winning bidder
V. General Requirements #1 Chef Consultant	<ul style="list-style-type: none"> ▪ For the Chef consultant are you expecting him to be full time occupied for this project? Or advise on Ad hoc basis? 	It is advisable to hire the Chef Consultant on a full time basis to coordinate the design and curation of the menus with all the participating Food Festival Partners and continually monitor and supervise
# 2 Food Boats	<ul style="list-style-type: none"> ▪ Do you have any pegs for food boats? Or we can suggest a design? 	The Events Company may suggest/ recommend a design for the Food Boats
# 3 Raffle Draws	<ul style="list-style-type: none"> ▪ 100 Go Local Gift bags – will this be quoted by the events company? ▪ 100 entry passes to Expo 2020 Dubai – will this be quoted by the events company? 	<p>Yes, cost of the gift bags is c/o the Events Company</p> <p>Yes, cost of the Expo (one day) entry tickets is c/o the Events Company</p>

	<ul style="list-style-type: none"> ▪ The Philippine tour package – what are the inclusion? Just airfare (DXB-MNL- DXB + domestic) as well as hotel accommodation? ▪ 600 food gift boxes in a creative sustainable packaging – is this limited to Go local products? What kind of food should we include here? ▪ Are these promotional prizes mentioned in page 3, point 3 for the attendees of the festival or for the hotel groups and partners? 	<p>The Philippine Tour Package for two (2) pax for 4 day & 3 nights should include the following:</p> <ul style="list-style-type: none"> ➢ Airfare (DXB-MNL-DXB + domestic airfare) ➢ 5-star Accommodations with breakfast in Manila and in the destination ➢ Ground Transfers <p>Other than Go Lokal products, the 600 food gift boxes may include new and exciting Philippine products that are not available yet in the UAE. The Events Company is free to recommend the food items to be included in the gift boxes subject to the approval of the Philippine Alternate Commissioner General</p> <p>Yes, the prizes are for the attendees of the Festival and NOT for the Hotel groups and partners</p>
<p>VI. Specific Deliverables A. Events & Activations # 1 Mangrove Cafe</p>	<ul style="list-style-type: none"> ▪ 200 VIP food boxes - is this limited to Go local products? What kind of food should we include here? ▪ The special tour to the PH Pavilion does it include arranging for transportation to the EXPO for the restaurants and hotels with a staff? Can you clarify this part more? 	<p>Other than Go Lokal products, the 200 food gift boxes may include new and exciting Philippine products that are not available yet in the UAE. The Events Company is free to recommend the food items to be included in the gift boxes subject to the approval of the Philippine Alternate Commissioner General</p> <p>The Special tour to the PH Pavilion will be extended to the Expo visitors visiting the PH Pavilion during the Food Festival activation/s at the Mangrove Café. It does not include arranging for transportation to the Expo for the restaurants and hotels.</p>
<p>#2 Hotel Groups</p>	<ul style="list-style-type: none"> ▪ Tried to inquire with hotels about the event partnerships. There are hotels that are not willing to shoulder the food cost either the organizer pays in full or they will be given a 50% discount. Are you open to this arrangement? Or it should be full sponsorship? ▪ Partner with 2 weeks per hotel – will this be strictly straight 2 weeks or can be broken into two? 	<p>Cost-sharing for the Food & Beverage can be discussed further with the Hotel once the Events Company is onboarded</p> <p>It is best that partnership with the hotels be for a straight period of at least 2 weeks but if not possible than it can be broken into two</p>

	<ul style="list-style-type: none"> ▪ How many approximate hotels you are expecting to sign this partnership agreement with ▪ Can you clarify more what will happen in the hotel groups? Are you expecting us to provide a kiosk of Philippines cuisine or just add the food into their existing menu with branding in the hotel? ▪ The hired chef consultant – after training the partner’s chef on how to prepare the approved menu that he/she curated, is he required to monitor for quality during the full duration of 2 weeks? 	<p>As stated in Bid Bulletin # 2 --Please try to partner with a minimum of three (3) Hotels in Dubai and at least one (1) in Abu Dhabi</p> <p>Philippine Cuisine to be featured in the partner Hotel restaurant and or Café outlets for a period of 2 weeks with live cooking stations .Provide collateral materials in coordination with the Hotel for co-branding</p> <p>Yes, the Chef Consultant that you will hire is required to monitor for food quality for the duration of the 2 week event.</p>
<p>#3 Filipino Restaurants</p>	<ul style="list-style-type: none"> ▪ How many approximate restaurants you are expecting to sign this partnership agreement with? ▪ Other than the launch event in a high traffic mall, what activities are you expecting in the restaurants on the other 2 months? ▪ You have mentioned for the restaurants there is only 1 location launch, what do you expect in this launch event 	<p>As stated in Bid Bulletin # 2 --Please involve a minimum of 15 Filipino Restaurants & Food Chains in coordination with Filipino organizations.</p> <p>Events Company may recommend other activities in the restaurants that will promote the PH Food Festival.</p> <p>Events Company to ensure that the participating restaurants will adopt the Bangkota –inspired menu and co brand with the Bangkota for all its restaurant collaterals for the period January to March 2022.</p> <p>This launch will involve VIP invitations and full blown food presentation befitting a Festival. Events Company to recommend a Programme for the launch event</p>
<p>#4 Supermarkets</p>	<ul style="list-style-type: none"> ▪ For the supermarkets we can approach them for the aisle booking however will DTI supply the products that will be displayed there? 	<p>Yes, DTI’s Export Marketing Bureau (EMB) will supply the products to be displayed in the Supermarkets.</p> <p>This activity will be in partnership and funded by DTI's EMB.</p> <p>The assistance from Events Company will focus on coordination with the Supermarket and promotion of the event.</p>

<p>B. PH Food Festival Launches (Multiple venues)</p>	<ul style="list-style-type: none"> ▪ For the Multi-location Launch: <ul style="list-style-type: none"> ➤ Will you be providing us with the locations/restaurants for this? ➤ How many location per month? ➤ What about group hotels? Are you hosting 1 launch event as well? 	<p>Events Company to recommend the Filipino Restaurants to be tapped. You may coordinate with the League of Food and Beverage of Entrepreneurs (LFBE)</p> <p>The number of locations per month will depend on the number of Filipino Restaurants that the Events Company is able to tap for the PH Food Festival</p> <p>As indicated in the TOR, Events Company to organize an opening ceremony launch per participating Hotel group</p>
<p>C. Marketing Communications Campaign</p>	<ul style="list-style-type: none"> ▪ Is it ok to partner with media outlets, in exchange, they have a ground presence in all the event venues and their logos will be included in the event marketing collaterals and promotions? ▪ What is DTI willing to provide for hotels and restaurant as a ROI? As they might have that question what do you expect them to have from your side in return of this promotional campaign? 	<p>Yes , it is OK to partner with Media Outlets. Concessions to be given to the Media Outlets can be discussed further once the Events Company is onboarded</p> <p>DTI shall promote all our participating Food Festival partners in our media and printed collaterals to include social media exposure.</p>
<p>Other Concerns</p>	<ul style="list-style-type: none"> ▪ Further, do you have any terms of reference – criteria for selecting the events company similar to what we have received when we bid for the news agency? <p>This will make it easier for us to prepare the bid document in accordance to your requirement as well as review our eligibility to join this bid.</p>	<p>Please refer to the Invitation to Bid –Link- given under the Terms of Reference and the Templates on Schedule of Requirements and Technical Specifications.</p>


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